



# **SAVE WITH MAK CONSULTING**

**[WWW.IMPORTFROMPOLAND.COM](http://WWW.IMPORTFROMPOLAND.COM)**

# INTRODUCTION



Welcome to the step-by-step guide designed by ImportFromPoland.com! This manual is your key to navigating Poland's largest builders' merchants' webstores with ease and efficiency. Our goal is to empower you with the knowledge to explore, select, and communicate your building material needs effectively to our team.



By following this guide, you'll learn how to quickly identify the products you need, gather all necessary details, and relay this information to us. We'll take it from there, ensuring a smooth, hassle-free process from checking to delivery. Let's embark on this journey together, simplifying your building material procurement with precision and care.

# MAK CONSULTING VS ORDERING DIRECT

Aspect	Ordering with MAK Consulting	Ordering Directly from Suppliers in Poland
<b>Ease of Ordering</b>	Single point of contact simplifies the process. One order form for multiple items.	Multiple contacts and forms needed. Can be confusing and time-consuming to manage.
<b>Security</b>	Secure handling and consolidated shipping reduce risk of damage.	Increased risk of damage with multiple shipments.
<b>Communication</b>	Streamlined and efficient communication in English; dedicated support for queries.	Potential language barriers; multiple suppliers mean varied response times and clarity.
<b>Order Trackability</b>	Consolidated tracking available. One shipment to monitor.	Multiple shipments to track, potentially from different shipping services.
<b>Paperwork</b>	Reduced paperwork: one set of documents covering the entire order.	Extensive paperwork: separate documents for each supplier, increasing complexity.

# MAK CONSULTING VS ORDERING DIRECT

Aspect	Ordering with MAK Consulting	Ordering Directly from Suppliers in Poland
<b>Selling Abroad</b>	Handles all exports, including suppliers who do not sell abroad.	Not all suppliers may sell internationally, limiting your options.
<b>VAT Benefits</b>	Facilitates 0% VAT transactions for B2B clients under applicable EU VAT rules.	Some suppliers may not offer 0% VAT for B2B clients, leading to higher costs.
<b>Delivery</b>	Single combined delivery, reducing the carbon footprint and logistical complexity.	Multiple separate deliveries can complicate scheduling and increase transportation costs.
<b>Cost Efficiency</b>	Bulk shipping and handling tend to reduce overall costs.	Each order incurs separate shipping and handling charges, increasing total costs.
<b>Product Availability</b>	Can source products even from suppliers who have minimum order requirements or exclusivity.	Direct buyers may face minimum order quantities or not meet supplier requirements for direct sales.

# MAK CONSULTING VS ORDERING DIRECT

Aspect	Ordering with MAK Consulting	Ordering Directly from Suppliers in Poland
<b>After-Sales Support</b>	Comprehensive after-sales support and handling of any issues centrally.	Dealing with after-sales service can be challenging, especially if facing language and service gaps.
<b>Time Efficiency</b>	Saves time by managing all aspects of procurement and delivery.	Managing orders from multiple suppliers can be very time-consuming.
<b>Reliability</b>	Established relationships with suppliers ensure reliability and product quality.	Direct ordering exposes the buyer to risks of unreliable suppliers and inconsistent product quality.



# CONTENT

**01**

The process

**02**

Stores

**03**

Translation

**04**

Order Form

**05**

Delivery costs

**06**

Order  
Confirmation

**07**

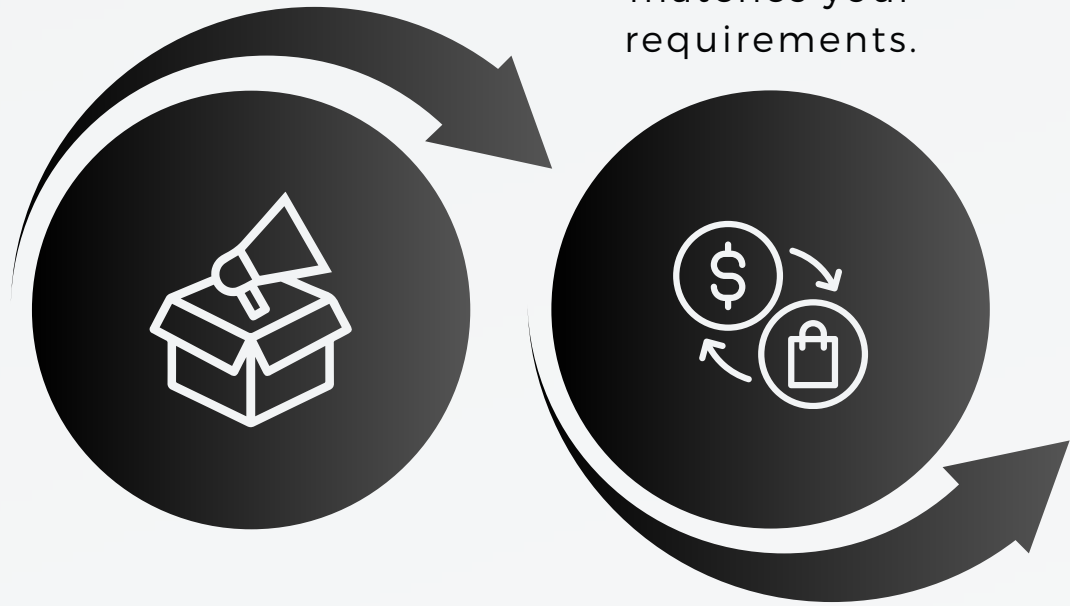
Payment

**08**

Delivery

## Offer Confirmation

Your dedicated team member will review your selection, confirming prices, availability, and the delivery cost. You'll receive a detailed offer for your confirmation, ensuring everything matches your requirements.



## Choosing Items

Begin by selecting the desired items or materials from the Polish builders' merchants' websites. Add these items to an order sheet and email it to our team at [info@importfrompoland.com](mailto:info@importfrompoland.com) for processing.

## Order Completion

We meticulously complete, check, and pack your order in our warehouse. In most cases, we manage to prepare your order for dispatch within 7 days.

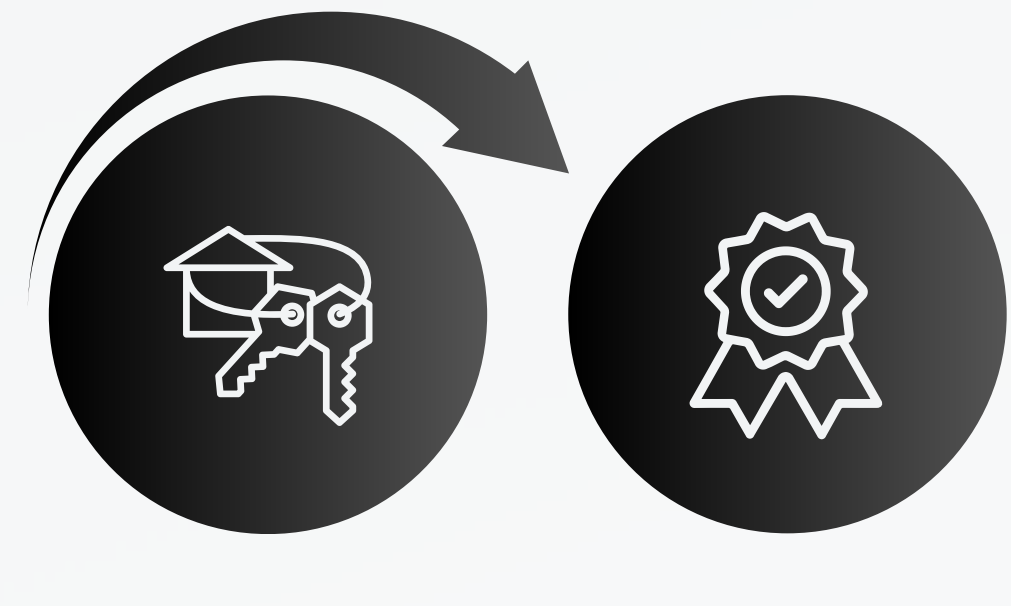


## Payment

Once you confirm the offer, the next step is payment. After we receive your payment, we promptly initiate the processing of your order with the respective stores.

## Completion

As your order nears delivery, we will inform you of the estimated arrival time. You will receive a notification of your delivery window in advance, completing the process smoothly and efficiently.



## Secure Delivery

Your order is then securely delivered directly to your home or site. We use our own transport or collaborate with trusted transport companies, ensuring your items are insured and handled with care.

# STORES



**01**

**DIY STORES**

**02**

**BATHROOMWARE**

**03**

**FLOORING & TILES**

**04**

**FURNITURE**

**05**

**BUILDING  
MATERIALS**

**06**

**WINDOWS &  
KITCHENS**





# 01

# DIY STORES

Store name	Website link	Description
Leroy Merlin	<a href="http://www.leroymerlin.pl">www.leroymerlin.pl</a>	One of Poland's largest DIY stores
Bricoman	<a href="http://www.bricoman.pl">www.bricoman.pl</a>	Builders warehouse - smaller choice but often good value
Obi	<a href="http://www.obi.pl">www.obi.pl</a>	Large DIY superstore network
Castorama	<a href="http://www.castorama.pl">www.castorama.pl</a>	Poland's best known DIY superstore
MaxFliz	<a href="http://www.maxfliz.pl/sklep">www.maxfliz.pl/sklep</a>	High end home design studios

# 02

# BATHROOMWARE

Store name	Website link	Description
Mexen	<a href="http://www.mexen.pl">www.mexen.pl</a>	Bathroomware manufacturer - good value and modern designs
Rea	<a href="http://www.lazienka-rea.com.pl/">www.lazienka-rea.com.pl/</a>	Another Polish bathroomware manufacturer with 30 year track record
Mera	<a href="http://www.mera.eu">www.mera.eu</a>	Bathroomware distributor. Also wide range of tiles, light fittings and garden furniture
Łazienka Plus	<a href="http://www.lazienkaplus.pl">www.lazienkaplus.pl</a>	Bathroomware, tiles and light fittings distributor
Grekon	<a href="http://www.grekon.pl">www.grekon.pl</a>	Polish manufacturer of high quality bathroom furniture

# 03 FLOORING & TILES

Store name	Website link	Description
Płytki 24	<a href="http://www.plytki24.pl">www.plytki24.pl</a>	One of Poland's largest online tile distributors
Nexterio	<a href="http://www.nexterio.pl">www.nexterio.pl</a>	Wide choice of tiles, often with interesting discounts
Komfort	<a href="http://www.komfort.pl">www.komfort.pl</a>	Tiles, flooring, carpets and even some bathroomware and internal doors
Bel Pol	<a href="http://www.bel-pol.pl">www.bel-pol.pl</a>	Distributor of widest choice of flooring, internal doors, LVT and accessories
Klink	<a href="http://www.klink.pl">www.klink.pl</a>	Tiles, brick slips, granite steps, natural stone

# 04

# FURNITURE

Store name	Website link	Description
Agata	<a href="http://www.agatameble.pl">www.agatameble.pl</a>	Wide range furniture. From standard, low cost items to good quality products.
Black Red White	<a href="http://www.brw.pl">www.brw.pl</a>	Manufacturer of good quality furniture. Also offering garden furniture and light fittings.
Meble.pl	<a href="http://www.meble.pl">www.meble.pl</a>	Manufacturer and distributor. Huge choice + offering an online made to measure configurator
Fabryka Mebli	<a href="http://www.fabrykamebli.pl">www.fabrykamebli.pl</a>	Online made to measure furniture configurator. Kitchens, wardrobes, desks and more

# 05 BUILDING MATERIALS

Store name	Website link	Description
Bauhus	<a href="http://www.pianeo.pl">www.pianeo.pl</a>	Silicones, expanding foams, adhesives
Folnet	<a href="http://www.folnet.pl">www.folnet.pl</a>	Membranes, Airtightnes, Airtight tapes, roofing
Askot Kraków	<a href="http://www.askot.krakow.pl">www.askot.krakow.pl</a>	Building materials, roofing, paints
Budman Mańko	<a href="http://www.budman.com.pl">www.budman.com.pl</a>	Building materials, roofing, roof windows, bricks, slips, paving
Lubar	<a href="http://www.sklep-lubar.pl">www.sklep-lubar.pl</a>	Building materials, insulation, tiles, paints, blocks, dr

## 06 WINDOWS & KITCHENS

Store name	Website link	Description
Drutex	<a href="http://www.drutex.eu">www.drutex.eu</a>	One of the biggest Polish windows manufacturers
Aliplast	<a href="http://www.aliplastpoland.com">www.aliplastpoland.com</a>	High Quality aluminium systems. Part of SMART Systems family
Galakor	<a href="http://www.sklep.galakor.pl">www.sklep.galakor.pl</a>	Internal "loft style" glass doors, mirrors, glass walls
Czas Na Rolety	<a href="http://www.czasnarolety.pl">www.czasnarolety.pl</a>	Made to measure window blinds configurator
Stolkar	<a href="http://www.stolkar.pl">www.stolkar.pl</a>	Our kitchen furniture manufacturer

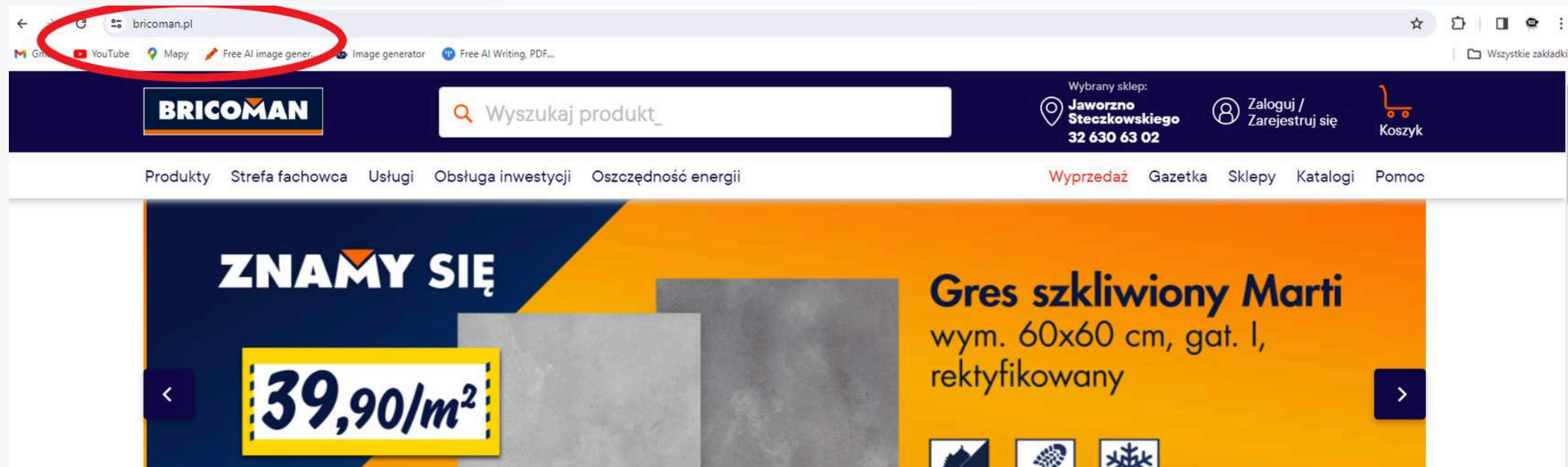
# HOW TO TRANSLATE THE WEBSITE

**01** Open the Google Chrome browser

# HOW TO TRANSLATE THE WEBSITE

**01** Open the Google Chrome browser

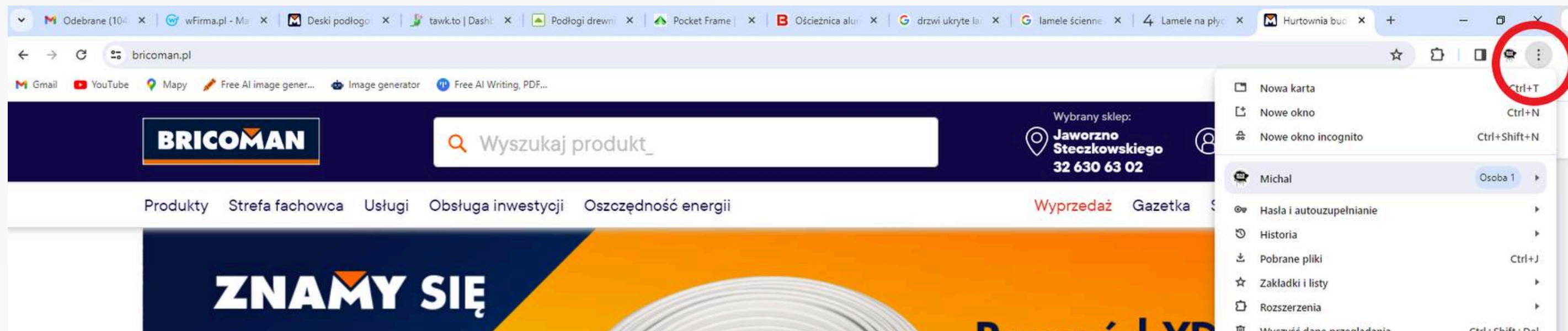
**02** Enter the website address





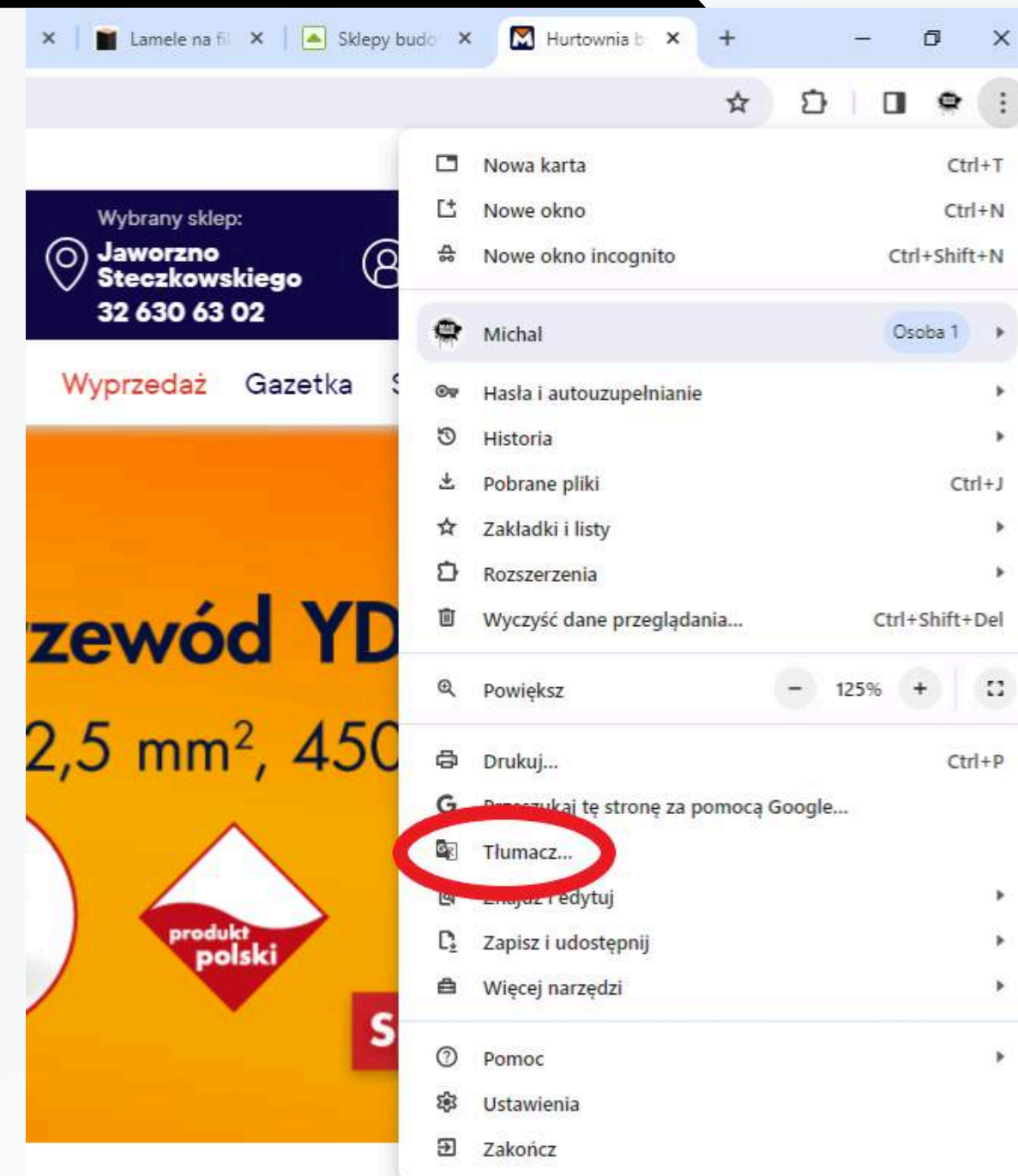
# HOW TO TRANSLATE THE WEBSITE

- 01** Open the Google Chrome browser
- 02** Enter the website address
- 03** Press options on the right end (3 vertical dots)



# HOW TO TRANSLATE THE WEBSITE

- 01** Open the Google Chrome browser
- 02** Enter the website address
- 03** Press options on the right end (3 vertical dots)
- 04** In the dropdown menu click “Translate...”



# HOW TO TRANSLATE THE WEBSITE

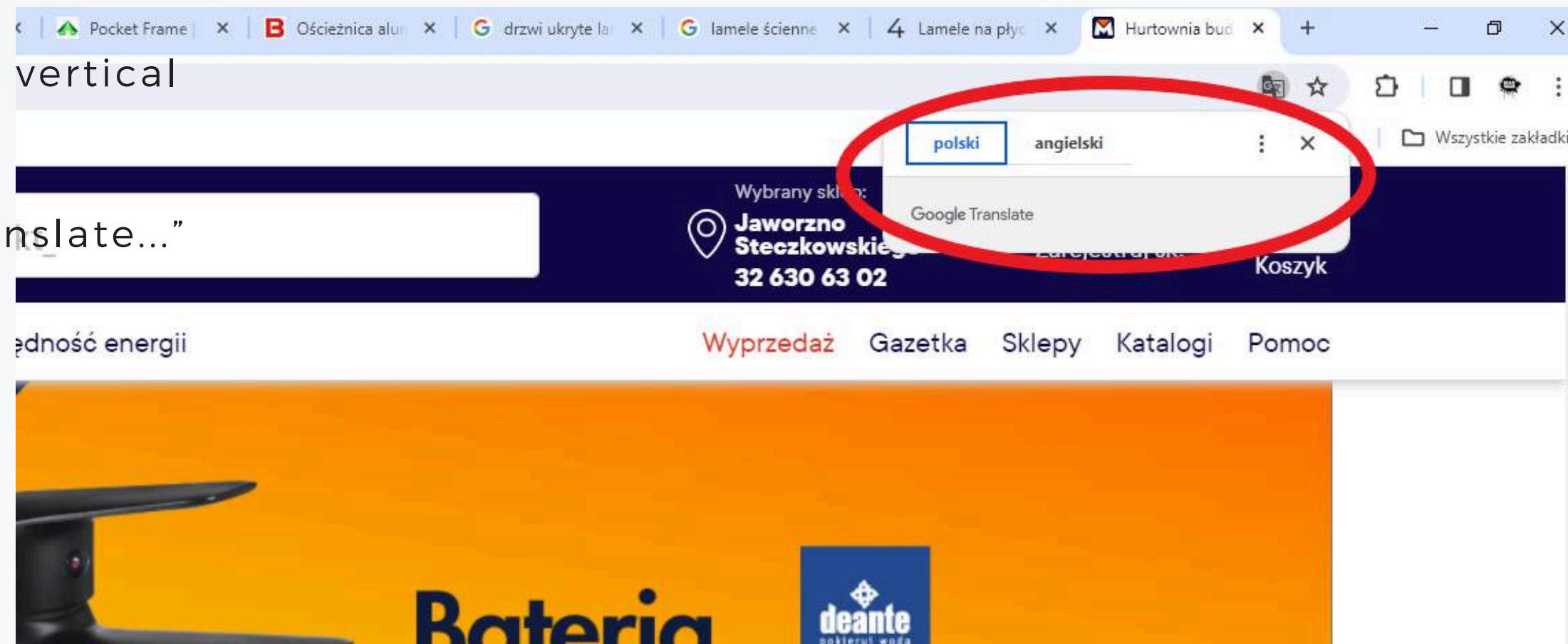
**01** Open the Google Chrome browser

**02** Enter the website address

**03** Press options on the right end (3 vertical dots)

**04** In the dropdown menu click “Translate...”

**05** Choose “English” in the pop up



# FILLING THE ORDER FORM



## Item Name

Copy the name of the products into spreadsheets top bar (copying it in the cell will change the font size and make the document harder to read for you)



## Item Link

Copy the full http link to the chosen item (don't need to change the cell width)



## Price PLN

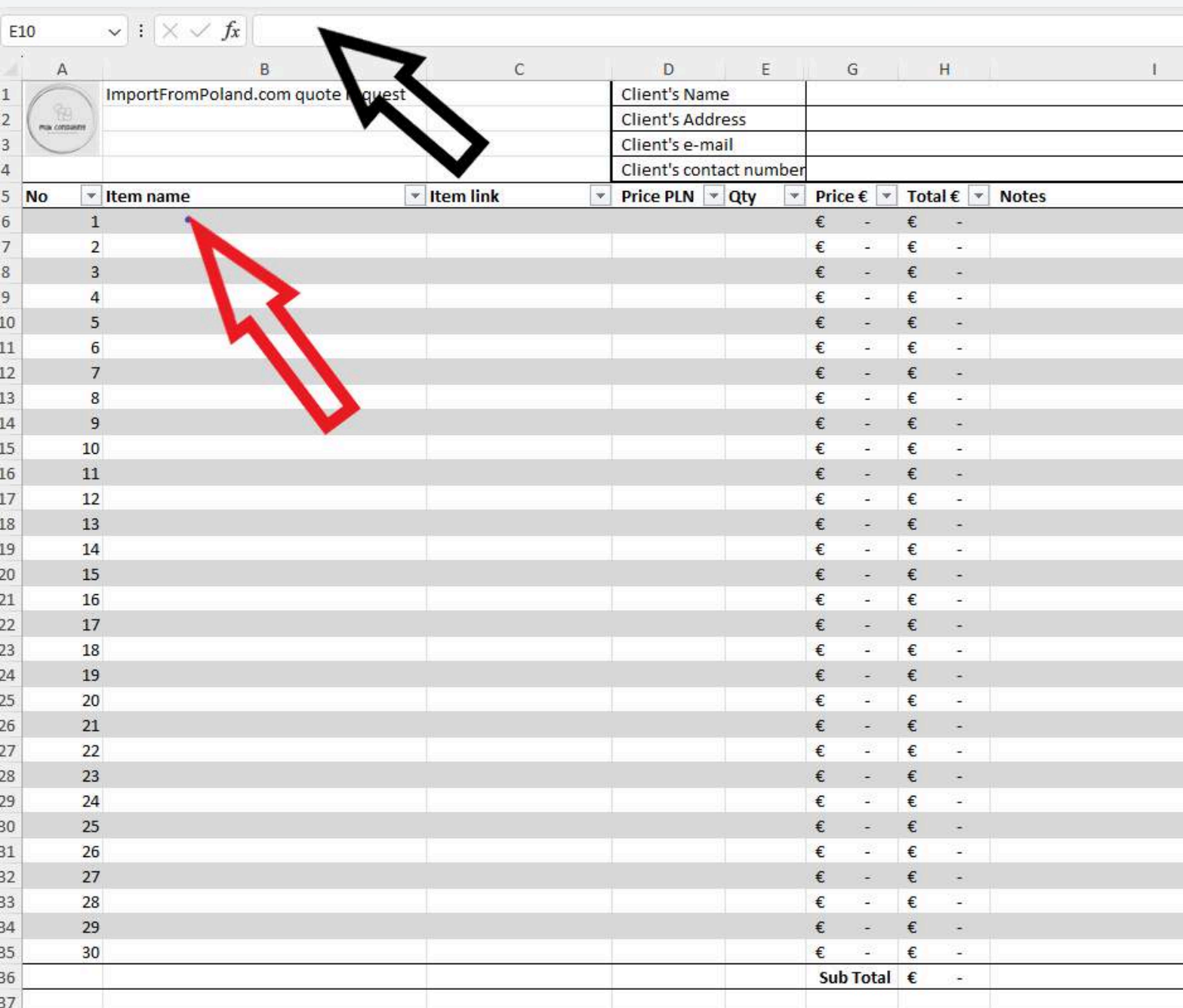
In order to know your price in € (excl delivery) simply enter the gross (incl VAT) price in PLN - the spreadsheet will automatically give you your € price incl VAT



## Quantity

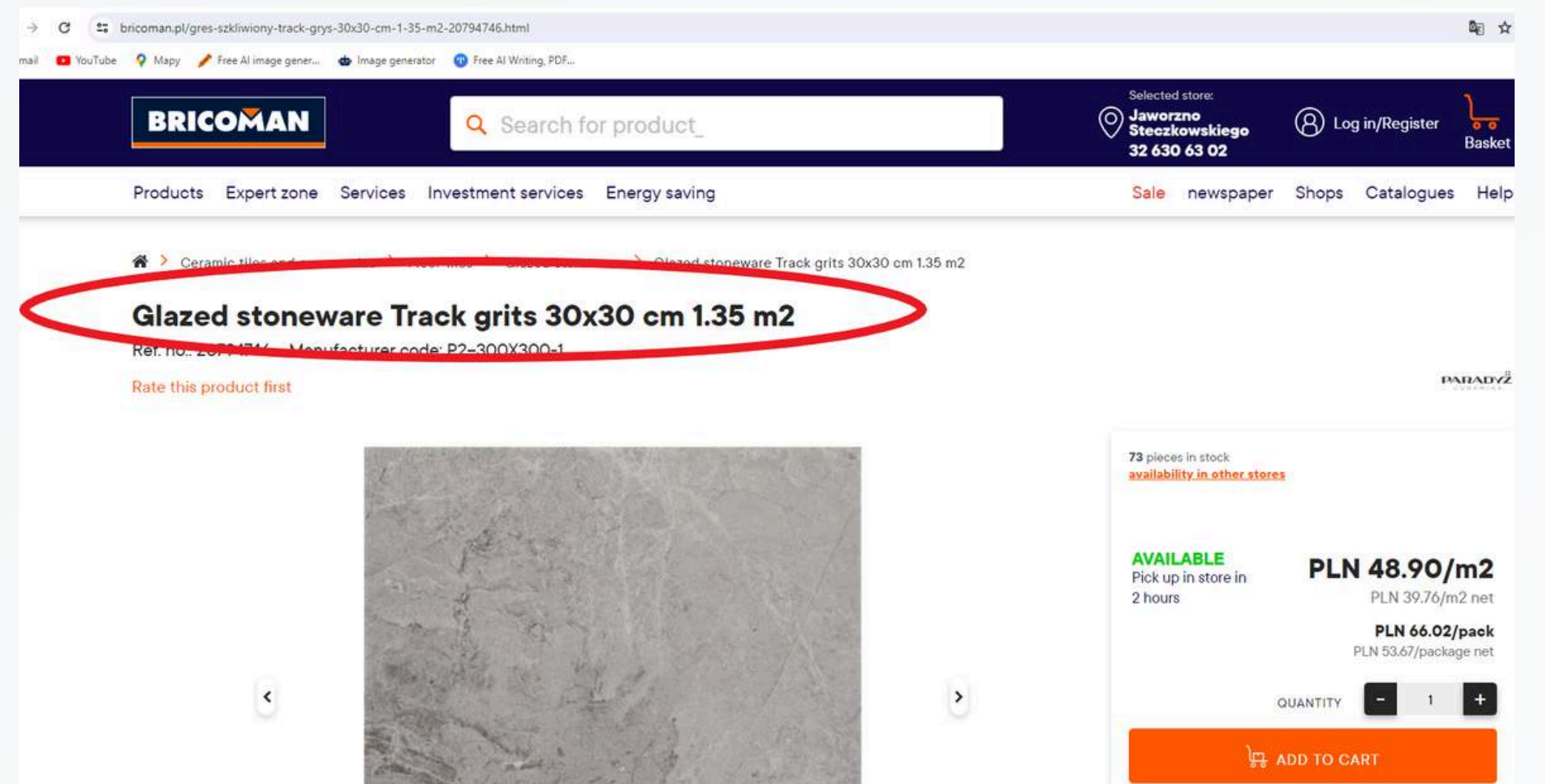
Enter quantity. Where items have m2 price outlined, but are sold per units/packs, enter number of units/packs, NOT m2. Same with the price

# 1. ITEM NAME



No	Item name	Item link	Price PLN	Qty	Price €	Total €	Notes
1					€ -	€ -	
2					€ -	€ -	
3					€ -	€ -	
4					€ -	€ -	
5					€ -	€ -	
6					€ -	€ -	
7					€ -	€ -	
8					€ -	€ -	
9					€ -	€ -	
10					€ -	€ -	
11					€ -	€ -	
12					€ -	€ -	
13					€ -	€ -	
14					€ -	€ -	
15					€ -	€ -	
16					€ -	€ -	
17					€ -	€ -	
18					€ -	€ -	
19					€ -	€ -	
20					€ -	€ -	
21					€ -	€ -	
22					€ -	€ -	
23					€ -	€ -	
24					€ -	€ -	
25					€ -	€ -	
26					€ -	€ -	
27					€ -	€ -	
28					€ -	€ -	
29					€ -	€ -	
30					€ -	€ -	
					Sub Total	€ -	

Select first available cell in item name (red arrow) and then copy the product name into formula field (black arrow) to ensure the text in the table will remain in the same format



BRICOMAN Search for product\_ Selected store: Jaworzno Steczkowskiego 32 630 63 02 Log in/Register Basket

Products Expert zone Services Investment services Energy saving Sale newspaper Shops Catalogues Help

Ceramic tiles and... Glazed stoneware Track grits 30x30 cm 1.35 m2

**Glazed stoneware Track grits 30x30 cm 1.35 m2**

Ref. no.: 20794746 - Manufacturer code: P2=300X300-1

Rate this product first

73 pieces in stock availability in other stores

AVAILABLE Pick up in store in 2 hours

PLN 48.90/m2 PLN 39.76/m2 net

PLN 66.02/pack PLN 53.67/package net

QUANTITY - 1 +

ADD TO CART

# ITEM LINK

No	Item name	Item link	Price PLN	Qty	Price €	Total €	Notes
1	Glazed stoneware Track grits 30x30 cm 1.35 m2				€ -	€ -	
2					€ -	€ -	
3					€ -	€ -	
4					€ -	€ -	
5					€ -	€ -	
6					€ -	€ -	
7					€ -	€ -	
8					€ -	€ -	
9					€ -	€ -	
10					€ -	€ -	
11					€ -	€ -	
12					€ -	€ -	
13					€ -	€ -	
14					€ -	€ -	
15					€ -	€ -	
16					€ -	€ -	
17					€ -	€ -	
18					€ -	€ -	
19					€ -	€ -	
20					€ -	€ -	
21					€ -	€ -	
22					€ -	€ -	
23					€ -	€ -	
24					€ -	€ -	
25					€ -	€ -	
26					€ -	€ -	
27					€ -	€ -	
28					€ -	€ -	
29					€ -	€ -	
30					€ -	€ -	
					Sub Total	€ -	

bricomman.pl/gres-szklawiony-track-grys-30x30-cm-1-35-m2-20794746.html

**BRICOMAN** Search for product\_


Products Expert zone Services Investment services Energy saving

Ceramic tiles and accessories > Floor tiles > Glazed stoneware > Glazed stoneware Track grits 30x30 cm 1.35 m2

### Glazed stoneware Track grits 30x30 cm 1.35 m2

Ref. no.: 20794746 Manufacturer code: P2-300X300-1

Rate this product first



73 pieces available

AVAILABLE Pick up 2 hour

# PRICE PLN

Enter the gross (incl VAT) price per pack (not per m2). Items like tiles or flooring have prices displayed in m2 to ease price comparison, but those items are only sold in full packs.

The spreadsheet will automatically calculate Euro price, which covers all the logistics within Poland and getting this part of the order ready to ship.  
In short - your final cost without delivery

No	Item name	Item link	Price PLN	Qty	Price €	Total €	Notes
1	Glazed stoneware Track grits 30x30 cm 1.3	https://www.bricoman	66,02 zł		€ 18,86	€ -	
2					€ -	€ -	
3					€ -	€ -	
4					€ -	€ -	
5					€ -	€ -	
6					€ -	€ -	
7					€ -	€ -	
8					€ -	€ -	
9					€ -	€ -	
10					€ -	€ -	
11					€ -	€ -	
12					€ -	€ -	
13					€ -	€ -	
14					€ -	€ -	
15					€ -	€ -	
16					€ -	€ -	
17					€ -	€ -	
18					€ -	€ -	
19					€ -	€ -	
20					€ -	€ -	
21					€ -	€ -	
22					€ -	€ -	
23					€ -	€ -	
24					€ -	€ -	
25					€ -	€ -	
26					€ -	€ -	
27					€ -	€ -	
28					€ -	€ -	
29					€ -	€ -	
30					€ -	€ -	
					Sub Total	€ -	

...ries > Floor tiles > Glazed stoneware > Glazed stoneware Track grits 30x30 cm 1.35 m2

**ure Track grits 30x30 cm 1.35 m2**  
 cturer code: P2-300X300-1



73 pieces in stock  
[availability in other stores](#)

**AVAILABLE**  
 Pick up in store in 2 hours

**PLN 48.90/m2**  
 PLN 39.76/m2 net

**PLN 66.02/pack**  
 PLN 53.67/package net

QUANTITY: [ - ] 1 [ + ]

**ADD TO CART**

**CALL AND BUY 32 630 63 02**

# ENTER QUANTITY

No	Item name	Item link	Price PLN	Qty	Price €	Total €	Notes
1	Glazed stoneware Track grits 30x30 cm 1.3	<a href="https://www.bricoman">https://www.bricoman</a>	66,02 zł	20	€ 18,86	€ 377,26	
2					€ -	€ -	
3					€ -	€ -	
4					€ -	€ -	
5					€ -	€ -	
6					€ -	€ -	
7					€ -	€ -	
8					€ -	€ -	
9					€ -	€ -	
10					€ -	€ -	
11					€ -	€ -	
12					€ -	€ -	
13					€ -	€ -	
14					€ -	€ -	
15					€ -	€ -	
16					€ -	€ -	
17					€ -	€ -	
18					€ -	€ -	
19					€ -	€ -	
20					€ -	€ -	
21					€ -	€ -	
22					€ -	€ -	
23					€ -	€ -	
24					€ -	€ -	
25					€ -	€ -	
26					€ -	€ -	
27					€ -	€ -	
28					€ -	€ -	
29					€ -	€ -	
30					€ -	€ -	
					Sub Total	€ 377,26	

As soon as you enter the quantity (black arrow), the spreadsheet will calculate the total final cost (excl delivery to Ireland) - red arrow.

At the end bottom of the spreadsheet you'll see the sub-total, so you can keep an eye on the total cost of your list throughout the process.

As you add or remove items or change quantities and price, the the sub-total at the bottom will also change.

Once you're happy with your choices, don't forget to fill out your delivery and contact details and email the list to us on [info@importfrompoland.com](mailto:info@importfrompoland.com)



# DELIVERY COSTS

Whilst we will calculate the best delivery option for you to maximise your savings, you can use below information to try and estimate the expected cost.

A single pallet space rate is around €350 + VAT - this will mean a pallet 80x120cm and height up to 260cm. They should also not weigh more than 1300kg

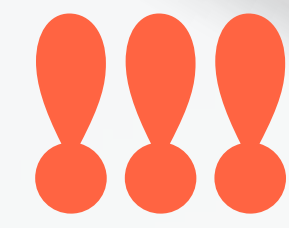
NOW INCLUDED



NOW INCLUDED



NOW INCLUDED



NOW INCLUDED



NOW INCLUDED



1/2 lorry will cost around €2700 + VAT. This will mean 6m long space by 2.4m wide (and usually 2.6m height available) - this translates to roughly 16 pallets (80x120cm)

Full truck load will give you a whopping 13m long space, big enough to fit up to 33 standard pallets and up to 24 tonnes weight. It will cost around €4200 + VAT

A 40ft HC shipping container will provide almost same space as a lorry at only €2100 + VAT but the offloading is harder. Need site storage? You can buy the container outright and keep it!

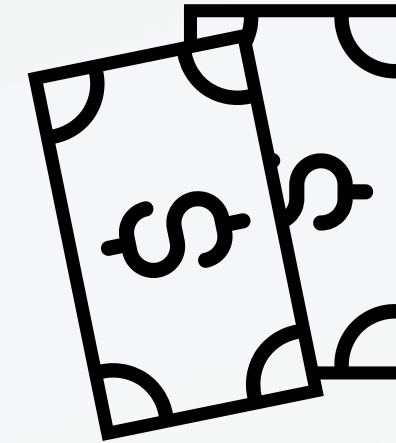


# PAYMENT

If you're happy with your offer, we can start the clock once we have received the payment.

Along with your proforma invoice you will receive EUR bank account details, so you don't have to worry about exchange rates etc. What you see on the proforma invoice is what you pay.

Customers who are EU VAT registered businesses will receive the offer at 0% VAT - For this to apply your EU VAT number needs to show as active on EU Commission's VIES website



# DELIVERY

Once we have completed your order and have it ready for delivery we will confirm the progress at 3 stages:

Order ready to load and confirm loading date



Order loaded and confirm expected delivery date



Order in Ireland and expected delivery time (usually a day ahead)



